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The Bonnewitz Wholesale Gardens



WEEKLY CHATS AND SPECIALS

Number Seven--Season 1927

Van Wert, Ohio, August 27, 1927

How my heart swells with pride when the home team finishes a hard fought game, even with a losing score, but with a record of clean sportsmanship--And I was just as proud of my boss this week, when in considering the bids received on the Irises we offered at auction in our last bulletin, he displayed that same spirit of sportsmanship. I fear I would have been tempted to pass up some of the low bids, especially on the rare varieties, but Mr. Bonnewitz said, "No, Shimer, we promised to accept the highest bid we received on this stock, and while in some cases the bids are not at all in line with their values, yet we will ship this stock just as we promised."

When you realize that we accepted bids for Bruno at \$3.00 each, Evadne at \$2.00 each, Duke of Bedford at \$3.25 each, Mme. Henri Cayeux at \$1.00 each, Micheline Charraire at \$1.00 each, Mme. Cecile Bouscant at \$2.50 each, Souv. de Loetitia Michaud at \$1.00 each, Germaine Perthuis at \$2.00 each, Prospero at 25¢ each, Opera at 5¢ each, and other varieties equally as low, you will understand why I think this was an outstanding example of business sportsmanship. If I am permitted to remain in training here a year or two longer, I hope that I attain that same high standard of honest dealing which is so evident and outstanding in the business life of the man who signs my pay checks. It certainly is a pleasure and a privilege to work for the man you like, admire and respect.

I do not know that our bulletins always carry offers of value, but I do think that a great many of the Iris buyers on our list were not awake to the opportunities offered in our last bulletin. One man digested this auction list on a train between Washington and New York, and obtained a splendid planting of some of the world's best Irises at a very low cost. He "cashed in" on his opportunity, and received big pay for the few hours spent in checking up the values offered in our auction. Our "Wide-a-wake" offers this week contain some real values in Irises of merit. Check up the groups with any Iris list and note your opportunity for a good investment at small cost. The "Wide-a-wake" groups are listed on the last page of this bulletin.

Mr. Bonnewitz and I both believe there is a big future ahead for the Iris grower if we can get the big catalog houses to feature some of the better Irises, and here is one way you can help in this pioneer educational work. We find these catalog concerns as hungry for good illustrations as a Methodist preacher is for spring chicken, and it has occurred to me that it might be profitable to bunch our good

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Iris cuts and assemble them, or electros of them at some central point for distribution to interested catalog houses at a nominal charge. Or if, central distribution of cuts is not practicable, we might be able to compile a list of good cuts available, and when they were needed, the owner could forward the cuts direct to the firm requesting them. If interested, let me have a list of cuts you are willing to list for this educational purpose. Why not a circulating illustration bureau? After we have used a cut once or twice in our own catalog the picture will do more good in another list, than if run repeatedly in our own.

We are proud of the Peony catalog we are mailing you with this bulletin, and we trust you find the comparative notes interesting and helpful. Our usual trade discount of 20 percent will apply on all items listed in this catalog.

Here are the surplus offers for this week:

W. G. DuMont, 2700 49th Street, Des Moines, Iowa, has 3000 *Edulis Superba*, 1000 *Festiva Maxima*, 1000 *Felix Crousse*, 500 *Delachei*, and 500 *Clara Barton* Peonies to offer to interested parties.

The Far North Gardens, Iron River, Wisconsin, reports surplus on a long list of Irises, such as *Albert Victor*, *Lohengrin*, *Mrs. Alan Gray*, *Pallida Dalmatica*, *Queen of May*, and others. An interesting list for any purchasers file. They also offer Hybrid *Delphinium* and *Tetrum Splendens*.

Earl H. Watson, Northfield, Minnesota, advises he can dispose of 100 3 to 5 eye divisions of *Frances Willard*, a Peony of merit. Someone should be able to use this stock to very good advantage.

Elizabeth Hardie Iris Gardens, Kentfield, Marin County, California, reports the following surplus of Irises in good, healthy stock: 2000 *Pallida Dalmatica*, 2000 *Albert Victor*, 200 *Isoline*, 100 *Lohengrin*, 1000 *Windham*, 1000 *Jeanne D'Arc*, 1000 *Caterina*, 200 *Ringdove*, 100 *Lent A. Williamson*, 50 *Iris King*, 200 *Siberica Orientalis*.

W. E. Sherbrooke, Kirkland, Washington, reports a surplus of the following Irises: 300 *Lent A. Williamson*, 100 *Seminole*, 50 *Prospero*, 50 *Crusader*, 50 *Lord of June*, and 100 *Queen Caterina*.

Mrs. William Crawford, La Port, Indiana, reports surplus of following Irises: *Reverie*, *Ambassadeur*, *Rodney*, *Cristata*, *Zua*, *Titan*, *Dream*, *Lent A. Williamson*, *Dorothy K. Williamson*, and *Lord of June*. In peonies she reports surplus stocks of *Mrs. C. S. Minot*, *President Wilson*, and *Kelway's Glorious*.

C. G. Rankin, Spencer, Iowa, requests quotations on the following Peonies: 10 *Karl Rosefield*, 10 *Festiva Maxima*, and 10 *Edulis Superba*.

Mr. E. F. Gilman, Mendota, Illinois, is asking for quotations on the following Peonies: 25 *Edulis Superba*, 25 *Felix Crousse*, 5 *Adolphe Rosseau*, 1 *Benjamin Franklin*, 1 *Brand's Magnificent*, 1 *Charles Verdier*, 10 *Claire Dubois*, 1 *E. B. Browning*, 1 *Evangeline*, 10 *Karl Rosefield*, 10 *Livingstone*, 1 *Lora Dexheimer*, 1 *Martha Bulloch*, 1 *Mary Brand*, 1 *Modeste Guerin*, 1 *Mrs. John M. Lewis*, 10 *Sarah Bernhardt*, 1 *Souv. de Louis Bigot*, 5 *Mme. Buxquet*, 1 *Victoire de la Marne*, 1 *William F. Turner*, 35 *Officinalis Rubra*.

The Elliot Nursery Company, Evans City, Butler County, Pennsylvania, is asking for quotations on the following Irises in lots of from one to three thousand each: Caprice, Donna Marie, Florentine Alba, Pallida Dalmatica, Honorabilis, Loreley, Mrs. Alan Gray, Queen of Gypsies, Mrs. H. Darwin, Nibelungen, Princess Victoria Louise, and Pearl.

The thought has occurred to me that many catalog houses might be interested in listing a quartet of Irises of merit. I know that stocks of Mother of Pearl, Ambassadeur, Kochi and Afterglow can be purchased at a remarkably low price, and if properly featured by good illustrations will produce good sales at 25¢, 30¢ 50¢, and \$1.00. Will be glad to give full details to any firm interested.

Now here are our two "Wide-a-woke" groups for this week. If you are acquainted with Iris values you will readily realize the opportunity of obtaining splendid stock with a very light investment. Both groups are offered for immediate delivery, express charges collect. Terms cash with order. Only six orders accepted for each group.

APHRODITE.....	\$10.00	PEAU ROUGE.....	\$ 3.00
WEDGEWOOD.....	10.00	MME. ABEL CHATENAY.....	3.50
RENEE CAYEUX.....	10.00	MEDRANO.....	1.00
GERMAINE PERTHUIS.....	10.00	LE GRANDE FERRE.....	7.50
DUKE OF BEDFORD.....	10.00	SOUV. DE MME. GAUDICHAU.....	1.50
PIONEER.....	10.00	MADAME CHOBOUT.....	1.00

			\$77.50

One root of each variety in this group, transportation charges collect for \$25.00.

BALARCO	SUNSET
CLUNY	DREAM
VALERY MAYET	ANNA FARR
ANN PAGE	LENT A. WILLIAMSON
STEEPWAY	MME. DURRAND
SAPPHIRE	HARMONY
DALILA	HARRIET PRESBY
QUEEN CATERINA	WHITE QUEEN
COLONEL CANDELOT	CHATELET
LORD OF JUNE	OLIVER PERTHUIS

Retail value \$63.20

Two roots of each variety in the group, transportation charges collect, for \$17.50.

Lee A. Shimer

Sales Manager

THE BONNEWITZ WHOLESALE GARDENS

